

Message Text

UNCLASSIFIED

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51

ACTION EUR-12

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FM AMEMBASSY VIENNA
TO USDOC WASHDC
INFO SECSTATE WASHDC 5860

UNCLAS VIENNA 4886

EO 11652: NA
TAGS: BEXP, AU
SUBJECT: WORTHINGTON COMPRESSOR BID ON AUSTRIAN PROJECT

1. WE HAVE LETTER FROM JAMES J. JULIAN, MANAGER, PROCESS MARKETING, WORTHINGTON COMPRESSORS, INC., BUFFALO, NEW YORK 14240 (TEL. 716-822-1234) STATING THAT HIS FIRM IS BIDDING ON RECIPROCATING COMPRESSORS FOR A SYNTHETIC AMMONIA PLANT IN AUSTRIA. SINCE BID REQUIRES 30 PERCENT AUSTRIAN CONTENT, JULIAN ASKED EMBASSY LOCATE FIRM THAT CAN SUB-BID ON SHELL AND TUBE COOLERS AND PULSATION DRUMS. JULIAN DID NOT STATE HOW SOON HE NEEDS THIS INFORMATION IN ORDER TO MEET BID DEADLINE.

2. PLEASE INFORM JULIAN THAT EMBASSY HAS ENLISTED COOPERATION OF ASSOCIATION OF AUSTRIAN MACHINE INDUSTRY (PART OF FEDERAL ECONOMIC CHAMBER) WHICH IS DISSEMINATING INFORMATION CONTAINED JULIAN LETTER AND ENCLOSURES TO SIX POTENTIALLY INTERESTED AUSTRIAN FIRMS. ASSOCIATION EXPECTS HAVE REACTIONS FROM FIRMS BY JUNE 16 OR 17. INTERESTED FIRMS WILL BE ASKED SEND QUOTATIONS DIRECTLY TO WORTHINGTON.

3. EMBASSY WILL RELAY TO COMMERCE ANY FURTHER INFO FROM ASSOCIATION DEEMED USEFUL TO WORTHINGTON. BUCHANAN

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